



# RAHUL.V.R

## BUSINESS DEVELOPMENT EXECUTIVE

Motivated, teamwork-oriented and responsible Data Analyst with significant experience in comprehension of reports and presentations. Highly educated, possessing a Master's degree in data analytics and digital marketing. Trilingual in English, Hindi and Malayalam.

### CONTACT



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### DATA ANALYTICS TOOLS USED

MS Excel  
Power BI  
Rapid miner  
Tableau  
Python  
Jupyter Notebook  
SQL  
HTML  
SPSS

### WORKING EXPERIENCE

#### INTELLECTUAL INNOVATIONS as Business Development Executive

01-08-2020 TO 25-11-2021, Kerala, India

- Participating in stakeholder's meetings to identify project goals requirements and solutions
- Collecting, gathering and preparing data for statistical analysis
- Creating reports and interactive analytical dashboards
- Preparation on sales reports, plans and strategies for management.
- Made and presented ppts for effective communication with the board members during meetings
- Communicate with clients periodically to update the status of work
- Develop client acquisition and retention policy to achieve referrals and new businesses.
- Build contacts with potential clients to create business opportunities
- Follow up on assigned task with the workforce.
- Drive sales, monitor & track, and take necessary actions to ensure that goals are met

### DIGITAL MARKETING TOOLS

Mail chimp, mail kitchen (email marketing)  
Wix, Weebly (website design)  
Social Media Marketing  
Affiliate Marketing  
Web analytics  
SEO tools (Google analytics, Google AdWords)

### EDUCATION

MBA in Data Analytics and Digital Marketing

**LOVELY PROFESSIONAL UNIVERSITY, Jalandhar, Punjab**

2016 – 2020

cgpa – 8.1/10

## LANGUAGES



## HOBBIES

Exploring distant lands  
Sports  
Blogging  
Feel the music

## SCHOOLING

Plus two –St. Antony's HSS, Mala- 81% (2008)  
S.S.LC-H.C.C.E.M.H.S,SNEHAGIRI- 88% (2006)

## PROJECTS

**MBA PROJECT:**  
Study On Customer Behavior  
Towards Online Food Delivery System

**BBA PROJECT:**  
Impact of Demonetization on NPA of banks

## PERSONAL DETAILS

**NATIONALITY:**  
INDIAN

**PASSPORT NO:**  
L6077491

**DOB:**  
09-06-1990

## SKILLS

### MS OFFICE



### CUSTOMER RELATIONS



### SQL



### CREATIVITY



COURSE	INSTITUTION	SPECIALISATION
Master of Business Administration (MBA) in Data Analytics	Lovely professional University	<ul style="list-style-type: none"><li>➤ Database management</li><li>➤ Data mining &amp; Data warehousing</li><li>➤ Python</li><li>➤ Advanced excel</li><li>➤ Web &amp; social media analytics</li></ul>
Master of Business Administration (MBA) in Digital Marketing	Lovely Professional University	<ul style="list-style-type: none"><li>➤ Principles of management</li><li>➤ Digital marketing</li><li>➤ Cyber security</li><li>➤ E - Business</li></ul>
Bachelor in Business Administration (BBA)	Lovely Professional University	<ul style="list-style-type: none"><li>➤ Financial management</li><li>➤ Human Resource management</li><li>➤ Company law</li><li>➤ Customer relationship management</li></ul>

## INTERNSHIPS

### BRIDGE GROUP SOLUTIONS, Delhi, India

Performed life insurance application registration process.  
Assisted in creating leads for opening new accounts.  
Done a background check of customers and studied how to pitch product to customer

### ESAF SMALL FINANCE BANK, Thrissur, India

Prepared GST input credit registration from invoices and its updates.  
Helped statutory auditors with their data collection.  
Assisted in preparation of inward and chronology preparation of bills

## SKILLS

Teamwork  
Creativity  
Logic and analysis  
Database design and management  
Adaptability: rapidly learn new skills and behaviors in response to changing circumstances  
Leadership: In my opinion I can inspire people to do things they never thought they could.  
Multitasking  
Attention to detail  
Risk management

## VOLUNTEERING

- Worked as a coordinator for league of legends and managed the participants-LPU, Phagwara, February 2019.
- Worked as a coordinator for match-it event-LPU, Phagwara, August 2018.